

## A Wonderful Christmas Sale

OF  
Stunning Coats  
And Suits

AT  
**\$19.75**

—MOST FASHIONABLE MODELS  
—MOST UNUSUAL VALUES

This collection was obtained in a big special purchase—and many others are included from our regular stock of higher priced garments. This is indeed an exceptional opportunity—just before Christmas—to get a modish coat or suit at the unusual price of

**\$19.75**

This Special Offer Will Last Only Today.

**KAFKA'S**  
SHOP FOR YOUNG FOLKS

at 10th

## W. & J. SLOANE

ESTABLISHED 73 YEARS AGO.

### GIFTS OF RUGS

Our extensive assortments of American and Oriental Rugs are rich in suggestions for appropriate Christmas Gifts of useful, lasting character.

The selection comprises all the most desirable foreign and domestic weaves, in a wide range of sizes, from the small hearth or throw-about Rugs to the large carpet sizes.

The dependable quality of our Rugs, and the reasonable prices at which we sell them, assure the purchaser of the best value obtainable anywhere.

1508 H Street N.W.

Telephone  
Main 925

### CO-OPERATIVE PAPER FACTORY PROJECTED

A co-operative news print paper factory to combat high prices will be established in North Carolina, provided plans decided upon here mature.

H. E. Varner is leading the Southern publishers in the fight before the Federal Trade Commission's hearing. Ample funds are available to conduct the fight to save small publishers, it is said. Large timber resources are available at a price permitting the establishment of a co-operative enterprise which at the start will be conducted solely for the Southern concerns.

## "77"

Humphreys' Seventy-seven  
For Grip, Influenza

## COLDS

Always New

By reading each week the text under the above caption, you can learn something about the treatment of Colds, and how to "break up a Cold"—also how to avoid taking Cold.

"Seventy seven" is for sale at all drug stores, 25c., or mailed.

Medical Book mailed free.

Humphreys' Homeo. Medicine Co.  
156 William Street, New York.

### LECTURES

## MISS EVA BLYTT

General Secretary for the Theosophical Society of Norway.

The two remaining public lectures of the series will be delivered at Theosophical Hall, 120 H Street Northwest, at 8 p. m., as follows:  
Monday evening, 8 p. m.—"The Coming of a World Teacher—A Necessary Factor in the Formation of a New Civilization."  
Tuesday evening, 8 p. m.—"Education—Methods and Aims of All True Education."  
Public cordially invited.

### This Is Old Gray Whiskey Weather.

These searching, windy days call for the keeping of at least one bottle of "Old Gray" in your medicine cabinet.

The qt., \$1.00; the gal., \$3.50  
**To-Kalon Co., Inc.,**  
1405 F St. N. W. Phone Main 998

### GENTLE BRED WOMAN OF 84 IS DESTITUTE

Herald Presents Pitiful Case Worthy  
of Help in Yuletide.

The following letter has been received by The Washington Herald. It is another case where charity can be well applied:

Here is a case that will appeal to Washingtonians who boast a drop of the milk of human kindness. Thirty-odd years ago I knew a lady who lived surrounded by wealth and luxury. Today I found her in a damp room, shivering in thin clothes, starving for lack of food. And no one knew it because she was too proud to tell her plight to the world. Eighty-four years of life had not destroyed a sensitive nature whose gentle owner shrunk from the very thought of baring her sufferings for public sympathy. But she could not conceal her condition from me. In a voice barely more than a weak whisper, she childishly confessed that she dispaired of many more days of life. "It cuts the last string when I realize that I must now become a burden to others," she moaned. And the poor old soul tottering on the brink of eternity, cried like a baby. I am sure that there are people in Washington who can appreciate the sad plight of this aged woman, once feted by society, now bereft of friends and destitute. She will have to spend the remainder of her days in the poorhouse unless sweet charity comes to her rescue. Every mite will help towards raising \$20 that is needed to keep this old gentlewoman from existence in the poorhouse. Please aid her by some word in her behalf. Kindly send contributions to Mr. Cuno Rudolph, care Second National Bank, and mark them "Forgotten."

ONE WHO KNEW HER.

### Fire Does \$50 Damage.

An overheated fireplace caused \$50 damage in the home of Mrs. Thomas A. Garner, 2712 Ontario road, yesterday.

### Children Start Small Fire.

Children playing with matches yesterday started a small fire at 1615 Marion street northwest. No damage was done.

### CASTORIA

For Infants and Children  
In Use For Over 30 Years

Always bears  
the  
Signature of *Dr. J. C. Ayer*

### \$1

A XMAS GIFT TO YOUR EYES  
A Pair of Quality Glasses.

Fitted by Our Competent Specialist  
EXAMINED FREE.  
QUALITY OPTICAL CO.  
435 9th St. N.W. Open Even. Until 9

### BIG BUSINESS CHIEFS "CROWDING 24 HOURS"

Wall Street's Diligent Magnates Viewed  
by Albert W. Atwood.

"In that throbbing, feverish place known as Wall Street, the leaders of American finance are working nowadays as human flesh and blood never toiled before; for upon these men—only a handful at the pinnacle of eminence and responsibility—has fallen a multiplicity of duties and opportunities calculated to speed up their pace beyond all seeming limits of endurance," writes Albert W. Atwood in the Saturday Evening Post.

"Most of the very busy financiers try to see all callers who really have any business with them," continues Mr. Atwood. "Altogether in big business is a thing of the past. It does not pay. The sanctum sanctorum is going out. Many out in the open. Perhaps the busiest of all such men, at the head of the largest concern of its kind in the world, does not sit in a private office at all, but has a desk at one side of the main banking floor, up to which any person may walk, provided only he does not excite the suspicion of the uniformed attendants."

#### How They Do It.

"The keenest analysts came from a man who had acted in a close advisory and confidential capacity for half a dozen of the richest and most powerful individuals and corporations in this country: 'First, they push everything down; and keep on pushing them down as fast as a new piece of business shows up. Second, these big fellows never delay a decision. No man can permanently succeed as the head of a vast undertaking unless he disposes of every business item as it comes along. The railroad or bank president who is handed an unimportant newspaper clipping by his secretary when he enters his office in the morning, and puts it aside to read when he is less busy, is lost. He never will have more leisure than he has at this moment, for the accumulation will soon get the better of him.'

"The most efficient man I know is W. W. Atterbury, vice president of the Pennsylvania Railroad and president of the American Railway Association. He disposes at once of each piece of business presented to him. If you see he is busy and ask him for an appointment later on, he turns to you and says: 'Tell me how.' That's almost his motto; he says it so often."

#### Vanderlip Accomplishes Much.

"Few men accomplish more work than Frank A. Vanderlip. He is president of the country's largest bank, presiding genius of the most ambitious single enterprise having to do with foreign investments, and a director and moving spirit in many other giant corporations. Perhaps more than any other man Vanderlip has developed to its highest point the employment of subordinates, and especially of secretaries."

"In his own office Mr. Vanderlip has a secretary, one and sometimes two assistant secretaries, three confidential stenographers, and a boy to handle the two batteries of four telephones each that run into the anteroom. Outside, in the main banking room, there are thirteen vice presidents, a cashier, and twenty assistant cashiers. Each of these thirty-four officials has a secretary, and nearly all of them have one or more young men to assist the secretary in answering telephone calls. Organization can hardly be carried further."

"The older generation—men like J. P. Morgan the elder, James J. Hill, Henry C. Frick and Theodore N. Vall—found or find much recreation in cards; but the younger men have little time for such diversions. They are out of doors, exercising or merely enjoying the country about their homes, or at home with their families, often reading."

"It must not be supposed that such men never take their work home. They do it only when they must; but that is often."

#### Some of the Busiest.

"But who is the busiest man in Wall Street?" is the question I asked a dozen experts in an effort to find out who really works the hardest and gets the most into twenty-four hours. The answers were various. As in any other symposium, some candidates were voted for many times. Others received only one vote. And, like other symposiums based supposedly on expert opinion, many worthy candidates were not included. But, reader, you may be dead sure that every man included in the following list is busy to such an extent that what seem absolute superhuman and abhorrent to most of us, they are out of doors, exercising or merely enjoying the country about their homes, or at home with their families, often reading."

William H. Porter, Edward R. Stettinius, Dwight W. Morrow, Thomas W. Lamont, and Henry P. Davidson, of J. P. Morgan & Co.  
Charles E. Sabo, president of the Guaranty Trust Company.  
Max May, vice president of the Guaranty Trust Company.  
Albert H. Wiggin, president of the Chase National Bank.  
Frank A. Vanderlip, president; Samuel McRoberts, vice president; William S. Kies, vice president, and Charles V. Rich, vice president, National City Bank.  
Seward Prosser, president of the Bankers' Trust Company.  
Gates W. McGarrath, president of the Mechanics and Metals National Bank.  
Thomas Cochran, president of the Liberty National Bank.  
William Woodcock, president of the Hanover National Bank.  
James N. Wallace, president of the Central Trust Company.  
Charles Hayden, of Hayden, Stone & Co.  
Frederick Strauss, of J. & W. Seligman & Co.  
Henry Goldman, of Goldman, Sachs & Co.  
Jerome J. Hanauer, of Kuhn, Loeb & Co.  
Sol. Wexler, of J. S. Bach & Co.  
Presidents Thomas, Underwood, and Willard, of the Lehigh Valley, Erie, and Baltimore and Ohio railroads.

"By common consent the busiest man, from the sheer physical point of view, is Max May, in charge of the foreign exchange department of one of the large banking institutions. Nearly six and a half billion dollars of business has to go through his department in one year. He personally uses from six to ten telephone instruments, and it looks as if he answered them all at once. At any rate, he answers one after another so rapidly that it gives the impression of answering all at once."

"I don't see how he keeps his mind," exclaimed one bewildered reporter."

### MT. PLEASANT PLAYERS TO PRODUCE "THE DEVIL"

The Mount Pleasant Players, who met Friday night and organized to stimulate amateur theatricals and local dramatic talent, are now rehearsing "The Devil." They expect to produce this play about the first of February. The social committee of the organization has decided to give an informal dance on New Year Eve.

### TWO CATTLE THIEVES KILLED.

Hot Springs, Ark., Dec. 17.—Two of three men discovered stealing cattle in Garfield County Thursday and pursued into the mountains, have been killed by a sheriff's posse and the third captured, according to word received here today. The gang is said to have been farmers for months by their deceptions.

**KANN'S**

Open Daily  
9:00 A. M. to 6:00 P. M.

Please Shop in the  
Morning.

**KANN'S**

## KANN'S SEALED VICTOR RECORDS

A Gift Thought Worth Considering Today



Caruso, Enrico; Cantique de Noel (Holy Night) Adolphe Adam 88561 12 \$3.00

|   |                                     |               |
|---|-------------------------------------|---------------|
| Adeste Fideles (Portugal)   | Westminster Chimes                  | 16053 10 .75  |
| Lead Kindly Light and Nearer My God to Thee   | Westminster Chimes                  |               |
| Hosanna (Jules Granier)   | Harry Macdonough                    | 16060 10 .75  |
| Holy Night (Adolphe Adam)   | Harry Macdonough                    |               |
| Hymns of Praise No. 1   | Victor Mixed Chorus                 | 35519 12 1.25 |
| "Oh Come, All Ye Faithful"—"Lead Kindly Light"—"Rock of Ages"—"Holy, Holy, Holy"—"Onward Christian Soldiers"    |                                     |               |
| Hymns of Praise No. 2   | Victor Mixed Chorus                 |               |
| "All Hail the Power of Jesus' Name"—"Abide with Me"—"Jesus Lover of My Soul"—"Nearer My God to Thee"—"Doxology" |                                     |               |
| Stille Nacht, heilige Nacht (Silent Night, Holy Night) (Gruber) (in German)                                     | Ernestine Schumann-Heink            | 88138 12 3.00 |
| Oh Come, All Ye Faithful (Adeste Fideles) Hayden Qt.  |                                     | 16197 10 .75  |
| The Home Over There (Kane)  | Harry Macdonough and Hayden Quartet |               |
| The New Born King (L'Espoir)  | Hamilton Hill                       | 16563 10 .75  |
| Beautiful Valley of Eden (Sherwin) Mr. and Mrs. Wheeler   |                                     |               |
| The Coming of the Year (Organ accom.) Church Bells  |                                     | 16825 10 .75  |
| Lord Dismiss Us with Thy Blessing (Dismissal) (Organ accompaniment)   | Trinity Chimes                      |               |
| Christmas Morning at Clancey's (Irish Specialty) Porter   |                                     | 16936 10 .75  |
| Clancey's Wooden Wedding (Irish Song) Steve Porter  |                                     |               |
| (1) Merry Christmas (2) Sleighing Song  | Olive Kline                         | 17869 10 .75  |
| (1) Around the Christmas Tree (Old Swedish Folk Song) (2) Little Christmas Shoes                                | Elsie Baker                         |               |

Kann's—Fourth Floor.

**S. Kann Sons & Co.**  
6TH ST. AND PENNA. AVE.

### MAY CUT COST OF LIVING.

Millville, N. J., Dec. 17.—Believing that asparagus, a staple of moss, which has been widely used for food is growing in this locality, inquiry was made of the city commission today by a Boston concern, as to what are the prospects for gathering large quantities with this city as a shipping point.

### Ford Automobile Stolen.

A Ford automobile, belonging to William H. Simpson, 155 M street northwest, was stolen from in front of 120 Eighth street northwest, late yesterday.

### AVERT IRISH RAILWAY STRIKE.

London, Dec. 17.—The government has decided to take over the Irish railways, according to an announcement today by James Henry Thomas.

It is hoped, it was explained, thus to avert a threatened strike.

### Loses Walking Stick in Saloon.

Eugene Costello, of Philadelphia, Pa., reported to the police yesterday that while in a saloon on Pennsylvania avenue Saturday night, somebody robbed him of his silver-mounted, stag-handled cane, valued at \$5.

### SNOW DRIFT BLOCKS TRAFFIC.

Middletown, Del., Dec. 17.—Following last night's snow a heavy wind began blowing early this morning and the snow is now drifting and travel is almost at a standstill.

### OIL RUSH IN NEW JERSEY.

Millville, N. J., Dec. 17.—Records in the county clerk's office show that during the past week 120 leases have been filed by oil promoters covering large tracts of land surrounding Millville.

## Mr. Landis Suffered Pain From Rheumatism for 5 Long Years

Spent Two Weeks in a Hospital; In Bed at Home Six Months; Claims Drecto, the Root and Herb Medicine, Freed Him from Every Pain.

Mr. S. P. Landis, of Allentown, Pa., kept busy these days telling his friends about his wonderful improvement, and he gives all the credit to Drecto, the root and herb medicine. He says:

"For more than five years I suffered

my kidneys were all out of order.

"There was so much talk about Drecto, and what it was doing to help people around here, I decided to try it also, with the result that in a reasonably short time I could feel a change."

"I was unable to lie on but one side. My knees slowly got so I could not straighten out in bed, and for years I was never free of pain."

"Last winter I laid up in a hospital two weeks and was in bed at home later on for six months. I was doing all any man could to get relief, and I began to think I would never be free from pain again. I am sixty-one years old and had about given up hope, and was worn out, nervous, constipation bothered me and

"The stiffness and pain left me, my joints and my hands returned to normal. I can now climb steps without pain; turn all over in bed without the slightest trouble, and in fact feel better than I have for the past ten years. My constipation is all gone and with it the nervousness left me also. My kidneys act normal and I do not have to get up during the nights now. I gladly recommend Drecto, for it has done me worlds of good."

Drecto is a combination of the juices and extracts of many different roots, herbs, barks and berries. It does not contain mercury, potash nor any other harmful mineral, and will not upset the stomach."

Get Drecto now, today, in any O'Donnell drug store, in Alexandria at Allen's drug store, in Anacostia at Bury's drug store.—Adv.

Call Main 7260 Today and Get the details of our Easy Payment Xmas Offer

Good Until 5 P. M. Saturday, December 23



**GREAT FREE XMAS TRIAL**  
of the  
**EUREKA**  
ELECTRIC  
VACUUM  
CLEANER

Call Main 7260 Today and Get the details of our Easy Payment Xmas Offer

Good Until 5 P. M. Saturday, December 23

A Eureka Vacuum Cleaner will lighten her housework and bring real Christmas cheer into the home the whole year 'round.

An easy gliding, deep cleaning Eureka is now a household necessity—removes dust and dirt from carpets, curtains and rugs in one-third the time that it used to take to sweep them.

## Order Your Eureka Now—For Christmas

Our easy payment plan places the Grand Prize Eureka within the reach of all. Order now. Have one for Christmas, and pay for it later on in convenient, easy monthly payments.

Don't deny yourself the privilege of owning a Eureka—a small payment down will secure one and we will deliver it any time you say.

Before you buy a vacuum cleaner for Christmas, be sure and try the Eureka.

**POTOMAC ELECTRIC POWER CO.**  
14th and C Sts. Phone Main 7260